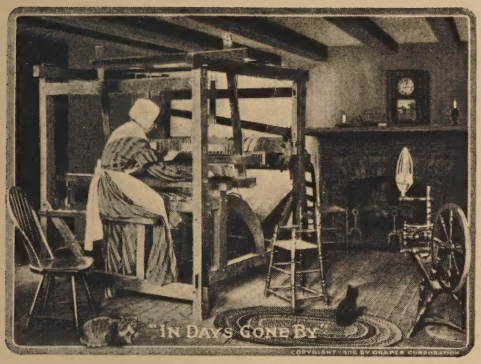
COTTON CHATS

DRAPER CORPORATION
HOPEDALE, MASSACHUSETTS



COTTON CHATS

TRADE-MARK REG. U.S. PAT. OFF.

DRAPER CORPORATION

HOPEDALE MASS.

No. 220. FEBRUARY 1921.

TWO LETTERS

DRAPER CORPORATION,

HOPEDALE, MASS.,

GENTLEMEN:—

We have your letter of the 3rd enclosing temple roll contract to cover our requirements from May 1st, 1921 to May 1st, 1922. We note that the prices in this contract are identical with those for the past year. This is a surprise to us and we write to ask if there is not some error as we had figured there would be a reduction.

Yours truly,

MY DEAR SIR:—

I have your letter of the 17th inst. with reference to temple rolls.

We are sure your letter is written under a mistaken assumption, viz: that our price of temple rolls last year, following the universal trend of prices, had been multiplied two or three times over our pre-war prices.

The fact is that neither during nor since the war have we increased our temple roll prices one penny. We have held them at what they were in 1913 and many years earlier.

We have done this for the following reasons: A bad temple roll can spoil more dollars' worth of cloth in a day than a dozen rolls cost. We have for years been making the most perfect rolls we could produce and selling them at very moderate prices. This as a special advertisement of our whole temple trade.

During and since the war we have discussed the question of increasing our prices, but have not done so because of the above stated facts, and also because of the fact that our total trade in temple rolls amounts to a few thousand dollars a year only.

Substantially all of our products have been increased in price by substantially one hundred to two hundred percent; temple rolls have not been increased one penny.

It is our belief that you do not buy another article at pre-war prices without change.

We are writing this letter in the friendliest spirit, but take this occasion to say that we feel sure you will agree with us that it is an error to urge lower prices without sufficient investigation; and further, that prices should be controlled by proper costs as well as by mere supply and demand; and that prices cannot be and ought not to be horizontally reduced without other considerations.

We shall be very glad indeed if having the knowledge conveyed in this letter you decide to renew your contract.

Your truly,

TREASURER

AN OLD BILL

was recently sent to us by the Nightingale-Morse Mills, Inc., of Putnam, Connecticut, which shows a list of the textile improvements sold by one of our predecessors, the firm of E. D. & G. Draper; the bill is dated April 1857 and we reproduce on next page the text of the printed part of the bill head. It is noteworthy that Dutcher Temples were then, as now, among the leading articles of manufacture.

E. D. & G. DRAPER

MANUFACTURE AND FURNISH

DUTCHER'S PATENT ROLLER TEMPLES,

The Best in use for all kinds of Goods.

Draper's Revolving Temples,

ALSO — All other kinds of Temples extensively used.
With or without Springs and Fixtures: — Adapted to Weaving all kinds of Fabrics.

ROBBIN'S PATENT SHUTTLE GUIDES, HAYDEN & WYLLY'S PATENT DRAWING REGULATORS, PERRY'S PATENT PARALLEL SHUTTLE MOTIONS, STILLMAN'S TEMPLES, THOMPSON'S PATENT OILERS, GROVER'S PATENT WIRE CUTTERS, PARKER'S PATENT SPINDLE STEPS, HOUGHTON'S PATENT BRUSHES, for Cleaning Travellers on Ring Spinning.

Hopedale, Milford, Mass., 185

Bought of E. D. & G. Draper:

A Reminder of the Days of 1857